

Message Text

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PAGE 01 MUSCAT 00747 270720Z
ACTION NEA-11

INFO OCT-01 EUR-12 EB-08 ISO-00 /032 W
-----004905 271111Z /10

R 270301Z MAY 78
FM AMEMBASSY MUSCAT
TO USDOC WASHDC
INFO SECSTATE WASHDC 4366
AMEMBASSY ATHENS
AMEMBASSY KUWAIT

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E.O. 11652: N/A
TAGS: BEXP, MU
SUBJECT: DESIGN FOR OMAN/KUWAIT CEMENT PP NT

REF MUSCAT 77 A-71

1. BOARD MEMBER OF CEMENT COMPANY WHMIS ALSO DIRECTOR
GENERAL OF INDUSTRIES (DG) TOLD EMBASSY THAT KAISER
ENGINEERING HAD LOST BID FOR DESIGN ACR SUPERVISION OF CONTRACT
FOR CEMENT PLANT BECAUSE ITS PRICE WAS TOO HIGH. THE BELGIAN
FIRM BASS-SAMBER (SPELLING?) SUBMITTED LOW BID. DG SAID
HE REGRETTED THAT MORE U.S. COMPANIES WERE NOT SUCCESSFUL
IN WINNING CONTRACTS IN OMAN.

2. HE SUGGESTED THE CRMENT COMPANY WOULD NEGOTIATE WITH
LEADING FIRMS DIRECTLY FOR ACTUAL CONSTRUCTION OF THE ONE
MILLION TON PLANT INSTEAD OF PUTTING THE WORK UP
FOR BIDS. DG GAVE NAMES OF FIVE FIRMS THAT GOVERNMENT CONSIDERS
AS LEADING CANDIDATES FOR CONSTRUCTION CONTRACT. FULLER IS THE
ONLY U.S. FIRM. DG SUGGESTED THAT NOW WAS THE OPPORTUNE
MOMENT FOR FULLER TO CONTACT GOVERNMENT. FYI - INTERESTINLY THIS
PROJECT IS EXEMPT FROM REQUIREMENT THAT PROJECTS OVER R.O. 15.000
GO THRU THE TENDER BOARD, BECAUSE THE VENTURE IS BEING CONSIDERED
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AS IF IT WERE A PRIVATE COMPANY.

3. ACTION REQUESTED: AT ITS DISCRETION USDOC MIGHT INFORM FULLER
THAT OMAN CEMENT COMPANY HAS IT IN MIND FOR CONSTRUCTION WORK,
AS WELL AS POLICIAS AND HUMBOLT (W. GERMANY), SMITH (DENMARK),
AND KAWASAKI (JAPAN), AND THAT FULLERSHOULD CONTACT OMAN CEMENT
COMPANY DIRECTLY. ADDRESS IS: MINISTRY OF COMMERCE AND INDUSTRY,

P.O. BOX 550, MUSCAT, SULTANATE OF OMAN.

SIZER

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Message Attributes

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